

## V.VINOTH KUMAR

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Ariyalur – 608901, Tamil Nadu, India

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### CAREER PROFILE

5 Years 10 months of comprehensive experience in Sales, Dealer Sales Team Handling and Product Promoting, Marketing in the Tractor Industry and Lab assistant in the Agro Product and Quality Inspector in the Mattress Industry.

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### PROFESSIONAL CORPORATE EXPERIENCE

Employee as Dealer Sales Manager for Sales and Marketing Platform, promoting various models of Tractors at Authorized dealership of New Holland, Virudhachalam, TamilNadu Since January 2021.

Employed as Quality Controller for Final Inspection,Quality department at Peps Industries Pvt Ltd, Coimbatore from August 2019 to September 2020.

Employed as CC Lab Assistant at Hatsun Agro Product Ltd, Karuvepilankurichi,Thalaivasal Division from May 2017 to Jun 2018.

Employed as Branch Supervisor at The Grand Sweets & Snacks, Chennai from November 2015 to September 2016.

**Role:** Working as Dealer Sales Manager Virudhachalam Territory and focusing on Sales, Customer Satisfaction, Promotion Activities and Handled Dealer Sales Team.

**Responsibility:**

- Ensure Market share of consent territory.
- Manage a set of dealership team to achieve the business parameters.
- Network Development – Improving the Network for better Market representation.
- Support dealership sales team to generate prospects and help them to convert the prospect into a customer.
- Train dealership Team on presales and process.
- Arrange above-the-line activities Theme, Design, and Product Details and organize the activities to ensure the success ratio of the activities.
- Track competitor activities and capture feedback then plan counteractions.
- Take feedback and testimonial from customers on products.
- Ensure customer satisfaction in dealer Service.
- Responsible for exchange performance like exchange and liquidation.

## ACADEMIC QUALIFICATIONS

### Graduation in Science:

- B.Ed (Computer science), JP College Of Education, Srimushnam, TamilNadu Teachers Education University (TNTEU), India (2019-2021), (82.30%).
- B.Sc (Computer science), Nehru Memorial College, Puthanampatti, Trichy, Bharathidasan University (BDU), India (2012-2015), CGPA (5.93).

### Certification in Higher Secondary:

- +2 State Boards. Govt Higher Secondary School, Andimadam, Tamilnadu, India (2012), (53.4%).

### Senior Certification:

- 10<sup>th</sup> State Board, Don Bosco Higher Secondary School, Varadharajanpet, Tamilnadu, India, (2010), (59.8%).

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## APPLICATION SKILLS & SELF ESTEEM

Active Team player	Diligent effort in achievement
Effective Communicator	Comprehensive organizer

## FUNCTIONAL SKILLS

Analyzing	Driving for Sustainable Results	Fostering Teamwork
Building Relationships	Executing Consistently	Focusing on Customers

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## COMPUTER APPLICATIONS

Operating System: Windows 2000/XP/Vista/8/10

Packages: Microsoft Office '10

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## ACADEMIC RECOGNITIONS

- Participated in Various Concurrent Regular Programmes and 7 Days Special Camping Programme Organized Under National service Scheme, held at Nehru Memorial College, Puthanampatti.
- Participated in Swami Vivekananda 150<sup>th</sup> Birth Anniversary Bharat Awareness Walk, held at Nehru Memorial College, Puthanampatti.

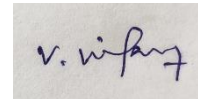
## PERSONAL DETAILS

Father Name : J.Venkatesan  
Mother Name : V.Shanthi  
Marital Status : Single  
Gender : Male  
Date of Birth : 24/06/1995  
Nationality : Indian  
Languages Known : Tamil,English (Speak, Read &Write)  
Hobbies : Browsing, Reading books and listening music.

## ASSERTION

I assert you with anticipation that the above-furnished prints are complete and establish my honesty and sincerity.

Sincerely



Place : Virudhachalam

Dated : 25/10/2023

(V.Vinoth kumar)